

Quarterly Report



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1st. Quarter 2005, Report No. 43

January—March 2005

California Partnership for Long-Term Care

www.dhs.ca.gov/cpltc

Participating Insurers

- Bankers Life and Casualty Company
- California Public Employees' Retirement System (PERS)
- GE Capital Assurance (formerly AMEX)
- John Hancock
- New York Life Insurance Company

This Quarter

To Date

Applications Received:

2,758

93,577

Applications Denied:

405

16,076

Applications Pending & Withdrawn:

0

0

Policies Purchased:

2,353

77,501

Policies Dropped (voluntarily & for un- known reasons):

340

8,092

Policies Not Taken Up: (dropped within 30 days of purchase)

155

4,458

Total Policies In Force (Active):

1,858

64,915

Number of Policyhold- ers Who Received Ser- vice Payments:

343

913

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I. Quarterly and Cumulative Statistics

Inquiries:

This Quarter

Cumulative

Number of Con-
sumers Who
Called Toll-Free

184

26,383
(CARE445)

Website Visits

12,022

146,894

I. Quarterly and Cumulative Statistics

<u>Age:</u>	<u>This Quarter</u>	<u>Cumulative</u>
Median	57	60
Target Age (55-74)	1,146 (62%)	45,131 (70%)
Other Ages	712 (38%)	19,784 (30%)

Gender:

Male	797 (43%)	26,584 (41%)
Female	1,061 (57%)	38,331 (59%)

Marital Status:

Married	1,472 (79%)	45,548 (70%)
Not Married	386 (21%)	18,924 (29%)
Unknown	0 (0%)	443 (1%)

Policy Type:

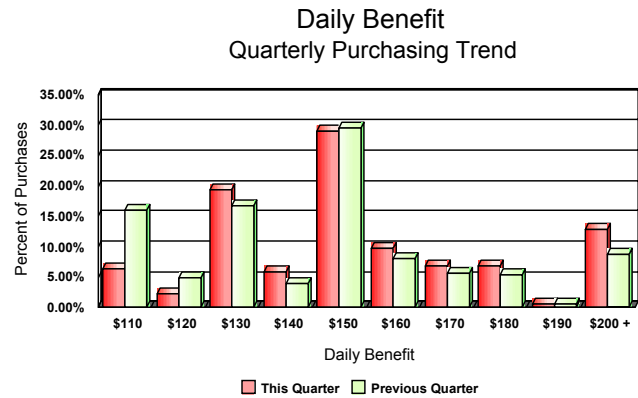
Comprehensive	1,845 (99%)	61,602 (95%)
Nursing Home	13 (1%)	3,313 (5%)

Purchase Type:

First Time Purchase	1,795 (97%)	61,148 (94%)
Upgrade	17 (1%)	955 (2%)
Replacement	46 (2%)	2,804 (4%)
Reinstatement	0 (0%)	8 (<1%)

Totals for each category above 1,858 (100%) 64,915 (100%)

II. Daily Benefit Distribution



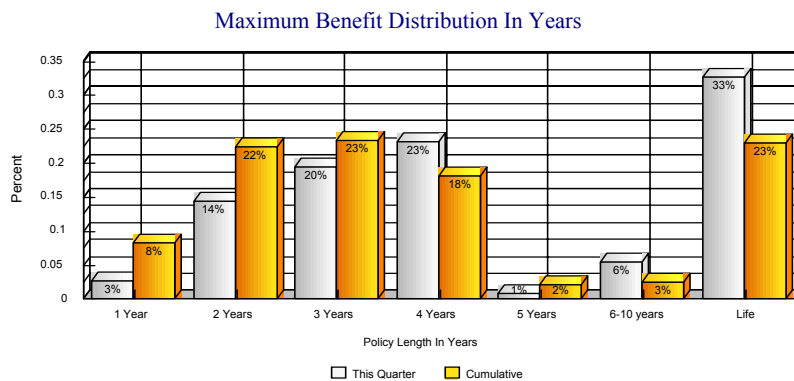
<u>Daily Benefit</u>	<u>This Quarter</u>	<u>Previous Quarter</u>
\$110	121 (6.5 %)	(15.98%)
\$120	41 (2.2%)	(4.99%)
\$130	360 (19.35 %)	(16.8%)
\$140	109 (5.87%)	(4.10%)
\$150	541 (29.10 %)	(29.58%)
\$160	182 (9.81%)	(8.05%)
\$170	128 (6.87%)	(5.63%)
\$180	126 (6.76%)	(5.48%)
\$190	13 (0.68%)	(0.67%)
\$200 or More	239 (12.84%)	(8.72%)

NOTE: The minimum Daily Benefit allowed for sale in the year 2005 is \$130. The entries in the \$110 and \$120 categories of the above table are for policies sold in the 4th quarter of 2004 but not reported until now.

III. Maximum Benefit Amounts Distribution

Maximum Benefit (In years):

	1 Yr	2 Yr	3 Yr	4 Yr	5 Yr	6-10 Yr	Life	All
This Quarter. # Policies	51	268	363	432	14	122	608	1,858
This Quarter. %	3%	14%	20%	23%	1%	6%	33%	100%
Cumulative # Policies *	5,341	13,914	15,159	11,842	1,408	2,291	14,960	64,915
Cumulative % *	8%	22%	23%	18%	2%	3%	23%	100%



* NOTE: A column that displays purchasers of 6-10 year policies has been included. This caused a lowering of the Lifetime policy percentage as the 6-10 year policies were previously included in the Lifetime count. Additionally, teasing out the 6-10 year policy lengths caused a recount of policies in force which resulted in an updating of percentages for all policy lengths.

Characteristics By Maximum Benefit In Years (This Quarter)

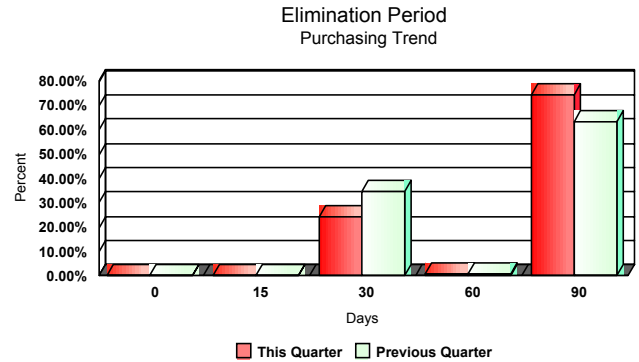
Characteristic:

	1 Yr	2 Yr	3 Yr	4 Yr	5 Yr	6-10 Yr	Life	All
Married	67%	77%	76%	80%	57%	85%	82%	79%
Female	54%	56%	57%	56%	79%	58%	78%	57%
Average Age	64	67	61	51	63	57	54	57
Target Ages	67%	68%	68%	69%	78%	60%	49%	62%
New Purchase	90%	96%	98%	97%	93%	96%	97%	97%
Comprehensive Policy	90%	98%	99%	100%	100%	100%	100%	99%

IV. Elimination Period Distribution

(at time of purchase)

Days	This Quarter	Previous Quarter
0	0.52%	0.60%
15	0.21%	0.22%
30	24.33%	34.72%
60	0.79%	0.89%
90	74.15%	63.56%



V. Age of Policyholders

(at time of purchase)

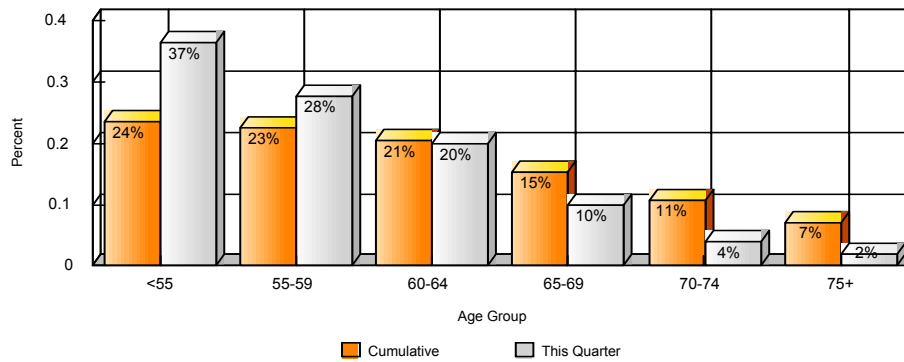
Age Group:

	<55	55-59	60-64	65-69	70-74	75+	Total
This Quarter # Policies	678	514	372	183	76	34	1,858
This Quarter %	36%	28%	20%	10%	4%	2%	100%
Cumulative # Policies	15,399	14,677	13,333	9,991	6,912	4,603	64,915
Cumulative %	24%	23%	21%	15%	11%	7%	100%

NOTE: At times, the plotted percentages may not appear to agree with the table above due to rounding.

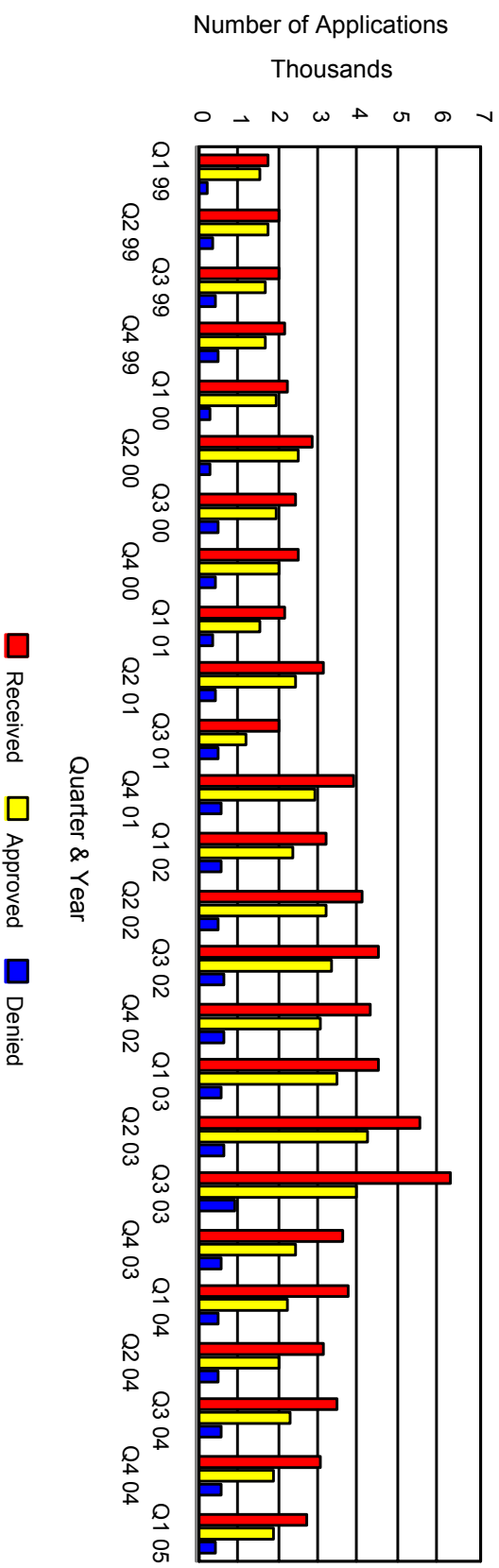
Policyholders Age Distribution

By Age Group



VI. Trends

Quarter	2001				2002				2003				2004				2005							
	1994	1995	1996	1997	1998	1999	2000	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Received	402	2,979	4,598	2,182	2,716	8,110	10,047	2,179	3,141	2,035	3,907	3,218	4,063	4,548	4,317	4,498	5,546	6,309	3,614	3,732	3,141	3,434	3,089	2,758
Approved	237	2,123	3,095	1,366	2,606	6,592	8,530	1,561	2,452	1,224	2,942	2,351	3,174	3,330	3,066	3,461	4,213	4,028	2,444	2,216	2,065	2,260	1,884	1,858
Denied	60	713	1,039	809	631	1,518	1,517	387	437	473	645	529	497	693	686	558	705	960	582	500	505	603	624	405



Redesigned policies available as of the 4th. quarter of 1998

VII. Policyholders and Asset Protection Earned

	<u>This Quarter</u>	<u>Cumulative*</u>
Number of policyholders to date, who have qualified to receive benefit payments	76	1,086
Total asset protection earned by all policyholders who received benefits	\$2,238,198	\$25,828,030
Number of policyholders currently in benefit/payments made	343	N/A
Number of Policyholders that have exhausted benefits	1	89
Total asset protection earned to date by policyholders that have exhausted benefits	\$53,278	\$4,958,421
Number of policyholders that died while in benefit	19	339
Total asset protection earned that will NOT be accessed due to policyholders demise while in benefit.	\$569,061	\$5,248,657
Number of policyholders who have exhausted their policy benefits and accessed Medicaid as of 3/31/2005	0	25
Asset protection earned by policyholders who have exhausted their policy benefits and accessed Medicaid as of 3/31/2005	0	\$1,232,013
Medi-Cal cost savings **as of 3/31/2005	N/A	\$10,555,426

*NOTE: Cumulative totals may drop or rise out of sync with the current quarter figures and on the surface may not appear to consolidate with the previous quarter cumulative figures. This can be due to a variety of reasons. For example, data is audited on an ongoing basis and in doing so data is updated to reflect new information. Additionally, a Partner insurer may fall behind on reporting and catch up in the current quarter, thereby, creating a seemingly irreconcilable cumulative figure.

** This is new information designed to inform you on the approximate savings to the Medi-Cal program realized by the California Partnership for Long-Term Care. This figure is derived from the asset protection earned by policyholders who have exhausted their policy benefits and continued to need care as well as from information collected through the quarterly conducted Purchaser Survey.

VIII. Service Utilization

Type of Service (Other Than Care Management)	This Quarter, % of All Services Rendered to Policyholders In- Benefit (343) by Type of Service	*Cumulative % of All Services Ren- dered to All Policyholders (1,086) by Type of Service
Skilled Nursing Facility	9%	10%
Hospital Bed Hold	2%	<1%
Assisted Living Facility/RCF	25%	24%
Other Alternative Housing	3%	2%
Home Health Aide Services	11%	14%
Personal Care	19%	19%
Chore Services	6%	3%
Attendant Care	13%	13%
DME	1%	1%
Care Planning (benefit cost)	4%	2%
Coordination (benefit cost)	2%	1%

NOTE: services amounting to less than 1% usage during the quarter are excluded. Therefore, the percentages total may not equal 100%.

*NOTE: A cumulative file audit revealed file extract errors yielding underestimations in the previous quarter for the Cumulative attendant care percentage. Therefore, the present cumulative figure represents updated information.

Type of Care Management Service (Administrative Costs)	This Quarter, % of All Services Rendered to Policyholders In- Benefit (343) by Type of Service	Cumulative % of All Services Ren- dered to All Policyholders (1,086) by Type of Service
Assessment & Care Planning	6%	9%
Assessment Only	9%	9%
Care Planning Only	8%	8%
Coordination Only	2%	3%
Monitoring Only	59%	54%
Reassessment Only	15%	15%

NOTE: Care Management Services (reported as administrative costs) amounting to less than 1% are excluded. Therefore, the percentages total may not equal 100%.

The California Partnership for Long-Term Care 1st. Quarter of 2005 Quarterly Report



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Visit the Partnership's Website at www.dhs.ca.gov/cpltc